

## Message Text

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73

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00 /027 W

----- 128307

R 090748Z APR 76

FM AMEMBASSY OSLO

TO USDOC WASHDC

INFO SECSTATE WASHDC 1481

UNCLAS OSLO 1782

E.O. 11652: N/A

TAGS: BEXP, NO

SUBJ: FOREIGN BUYER PROGRAM: ELECTRO 76

REF: USDOC 06039

1. EXPECT ABOUT TWENTY PARTICIPANTS IN FOREIGN BUYER GROUP ARRIVING BOSTON 1350 MAY 10, TO ATTEND ELECTRO 76 MAY 10-14, DEPARTING NREW YORK CITY 1900 MAY 20. LOCAL TRAVEL AGENCY HANDLING HOTEL AND TRAVEL ARRANGEMENTS. REQUEST DOC SUGGESTIONS FOR CALLS ON ELECTRONICS PLANTS (TELECOMMUNICATIONS EQUIPMENT MANUFACTURE IS OF GENERAL INTEREST) AND UNIVERSITY (PERHAPS M.I.T.) OR OTHER RESEARCH FACILITIES AROUND BOSTON AND NEW YORK CITY. PLANNING ON WEEKEND IN BOSTON. INTERESTS GIVEN IN LIST BELOW. GROUP WILL BE LED BY EMBASSY FSL B. ROGER OLSEN.

2. FOLLOWING PARTICIPANTS APPEAR FIRM:

1. MR. TERJE BOTTOLFSSEN

TERJE BOTTOLFSSEN A/S

BOX 7

1482 NITTEDAL

AGENT/IMPORTER OF ELECTONIC COMPONENTS AND PRUDCTION/TEST EQUIPMENT. BANK: DEN NORSKE CREDITBANK, OSLO. U.S. REF.: CLAROSTAT, DOVER, N.H. INTERESTED IN REPRESENTATION: INTEGRATED CIRCUITS.

2. MR. BAARD SNILSBERG, MANAGER PRODUCTION

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3. MR. AAGE SNILSBERG, DIRECTOR

NORSK ELEKTRISK KABELFABRIKK A/S  
BOX 23, BRYN  
OSLO 6

MANUFACTURE, EXPORTS AND IMPORTS OF ELECTRIC LINE CORDS,  
CABLES, HIGH AND LOW VOLTAGE CABLES, HEATING CABLES,  
COAXIAL CABLES AND WINDING WIRE. ESTABLISHED 1913 -  
TURNOVER 1975: \$13 MILLION. SHARE CAPITAL: \$80,000.  
EMPLOYEES: 225. BANK: ANDRESENS BANK, OSLO. APPOINTMENTS  
MADE WITH SEVERAL U.S. FIRMS, BUT ASSISTANCE IN A VISIT  
TO HARVARD UNIVERSITY WOULD BE APPRECIATED.

4. MR. LORENTZ KLEISER, DIRECTOR  
5. MR. JON KLEISER, DEPT. MANAGER  
H. KLEISER A/S  
SANDAKERVEIEN 20  
OSLO 4

ESTABLISHED 1836 AS IMPORTER/AGENT AND WHOLESALE OF  
WATCHES. EMPLOYEES: 10. BANK: DEN NORSKE CREDIT BANK,  
OSLO. INTERESTED IN REPRESENTATION: ELECTRONIC WATCHES.

6. MR. T.E. HOLTE, DIRECTOR PRODUCTION  
7. MR. HOLSTROM, ENGINEER  
8. MR. CHRISTENSEN, ENGINEER  
ELEKTRISK BUREAU A/S  
1362 BILLINGSTAD

MANUFACTURE, EXPORT AND IMPORT OF TELEPHONE EXCHANGES AND  
INSTRUMENTS, CARRIER SYSTEMS, RADIO LINK SYSTEMS, RADIO  
EQUIPMENT (MILITARY AND CIVIL), SIGNALLING EQUIPMENT,  
COMPONENTS FOR TELECOMMUNICATIONS AND AUTOMATION SYSTEMS,  
TELEPHONE WIRE AND CABLES. ESTABLISHED 1882. SHARE CAPITAL:  
\$7 MILLION. TURNOVER (INCLUDING SUBSIDIARIES) APPROX.  
380 MILLION. EMPLOYEES: 2,660. BANK: KREDITKASSEN, OSLO.  
INTERESTED IN PLANT VISITS; TO STUDY AUTOMATION TECHNIQUES  
WITHIN ELECTRONICS MANUFACTURING; PREFERABLE TELECOMMUNICA-  
TION EQUIPMENT MANUFACTURING.

9. MR. FINN W. HOYER, ASS. DIRECTOR  
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MORGENSTERNE & CO. A/S  
KONGHELLEGATEN 3/5  
OSLO 5

IMPORTER/AGENT AND DISTRIBUTOR OF ELECTRONIC COMPONENTS,  
INSTRUMENTS AND ACCESSORIES. ESTABLISHED 1945. SHARE  
CAPITAL \$15,000. EMPLOYEES: 28, SALES 12. BANK:  
KREDITKASSEN, OSLO.

10. MR. J.E. HAGEN, ENGINEER  
DEVELOPMENT DEPARTMENT  
INDUSTRIAL SYSTEMS DIVISION OF KONGSBERG  
VAAPENFABRIKK A/S  
3601 KONGSBERG

MANUFACTURER AND EXPORTER OF ELECTRONIC DRAFTING  
INSTRUMENTS AND SYSTEMS, COMPUTERS, SOUND CONTROL SYSTEMS,  
GAS TURBINES, MISSILES, FIRE CONTROL EQUIPMENT AND  
NAVIGATIONAL ELECTRIC EQUIPMENT. GOVERNMENT-OWNED  
COMPANY ESTABLISHED 1814. SHARE CAPITAL \$20 MILLION.  
ANNUAL TURNOVER AROUND \$80 MILLION. EMPLOYEES: 2,750.  
HOLDS SEVERAL LICENSING AND JOINT VENTURE AGREEMENTS  
WITH U.S. AND EUROPEAN FIRMS.

11. MR. SVEIN ERIK RODLAND, MANAGER  
R-DATA A/S  
GLADENGVEIEN 3A  
BOX 6069, ETTERSTAD  
OSLO 6

IMPORTER, AGENT AND DISTRIBUTOR OF ELECTONIC DATA  
PROCESSING EQUIPMENT AND ACCESSORIES, SCIENTIFIC  
INSTRUMENTS AND INDUSTRIAL PROCESS INSTRUMENTATION.  
TURNOVER APPROXIMATELY \$3 MILLION. EMPLOYEES: 25.  
SHARE CAPITAL: \$13,000. BANK ANDRESENS BANK A/S.

12. MR. EGIL NORD, MANAGING DIRECTOR  
A/S FARTSKRIVER  
BOX 4227, TORSHOV  
OSLO 4

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IMPORTER, AGENT AND DISTRIBUTOR OF SCIENTIFIC AND  
INDUSTRIAL INSTRUMENTS. PREVIOUSLY A DEPARTMENT OF  
SKUTENG A/S, WHICH WAS SOLD TO NORGAS A/S. FIRM  
INTERESTED IN REPRESENTING U.S. MANUFACTURERS OF  
COMPUTER BASED INDUSTRIAL PROCESS CONTROL EQUIPMENT.  
EMPLOYEES: 30. BANK: DEN NORSKE CREDITBANK, OSLO.

13. MR. BJORN EIDE, MANAGER  
TELUB A/S  
HOLANDSGATEN 30  
OSLO 5

INDEPENDENT SALES OFFICE FOR TELUB A/B IN VEXJO, SWEDEN.  
MANUFACTURER OF ELECTRONIC AND MEDICAL AND TELECOMMUNICATION  
EQUIPMENT. INTERESTED IN PLANT VISITS FOR POSSIBLE

REPRESENTATION OF EDO TERMINAL EQUIPMENT, IF OT AVAILABLE  
AT SHOW.

14. MR. ROE EIDE, ENGINEER  
NORSK HYDRO A/S  
BYGDOY ALLE 2  
OSLO 2

NORSK HYDRO A/S IS LARGEST MANUFACTURING COMPANY IN  
NORWAY, SPECIALIZING IN FERTILIZER, CHEMICALS, GASES,  
PLASTICS, METALS AND OIL. HEAVILY ENGAGED IN NORTH  
SEA OIL AND GAS, AND PETROCHEMICALS PRODUCTION. EMPLOYEES:  
8,300 IN NORWAY AND APPROXIMATELY 1,000 ABROAD. TURNOVER:  
1975: ABOUT \$850 MILLION.  
INTERESTED IN INSTRUMENTATION AND AUTOMATION EQUIPMENT,  
COMMUNICATIONS AND TELEMETRY SYSTEMS FOR OFFSHORE OIL  
AND GAS PRODUCTION FIELDS.

15. MR. JONE HATTELAND  
JACOB HATTELAND ELECTRONIC  
5578 NEDRE VATS

MANUFACTURER, IMPORTER, AGENT AND DISTRIBUTOR OF ELECTRONIC  
COMPONENTS. EMPLOYEES: 8. BANK: DEN NORSKE CREDITBANK,  
HAUGESUD. INTERESTED IN REPRESENTATION: ELECTRONIC  
COMPONENTS.  
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16. MR. ARNFINN MANDERS, PRODUCTION MANAGER  
UNITED MARINE ELECTRONICS A/S  
BERGERVEIEN 12  
1360 NESBRU

MANUFACTURER AND EXPORTER OF MARINE ELECTRONIC EQUIPMENT:  
RADIO EQUIPMENT, NAVIGATIONAL SYSTEMS AND TELECOMMUNICA-  
TION EQUIPMENT. EMPLOYEES: 80. BANK: ANDRESENS BANK,  
OSLO. TURNOVER 1975: \$11 MILLION. SHARE CAPITAL:  
\$500,000.

17. FSL B. ROGER OLSEN  
AMERICAN EMBASSY OSLO, NORWAY.

3. RE REFTEL (A): WILL MAKE ARRANGEMENTS AFTER ARRIVAL IF PLANT  
VISIT STILL WANTED.  
BYRNE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 09 APR 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760135-0759  
**From:** OSLO  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FOREIGN BUYER PROGRAM: ELECTRO 76  
**TAGS:** BEXP, NO  
**To:** COM  
**Type:** TE  
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